

# **How to Market to Northrop Grumman Information Technology and to Be Successful**

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## ***FIRST RULE***

- **Gain a clear understanding of the Structure of the Company and Business Areas.**
- **Northrop Grumman Information Technology (IT)**  
has been a leading provider of advanced information technology-based systems, services and solutions to both the diverse government agencies and commercial

**Northrop Grumman IT is broken down into seven key Business areas and employs more than 22,000 professionals located in 500 sites worldwide.**

**•Our key business areas are:**

- Information Systems**
- C4ISR and Weapons Systems**
- Enterprise IT Solutions**
- Training and Simulation**
- Science and Technology**
- Base and Range Support**
- Homeland Security**

## ***Information Systems***

**This group delivers information systems:**

**–Address the entire spectrum of organizational information.**

**This includes:**

- System Needs**

- Mission Systems**

- Enterprise Applications and IT/communications infrastructure.**

**–Provides modernization planning**

- Implementation**

- Operational Services**

  - Advanced Information Systems**

  - Includes Federal and State**

  - Municipal and Communication Customers.**

## ***C4ISR and Weapons Systems***

**This sectors works closely with the DoD intelligence community and other related organizations. They ensure that:**

**–Their Services supports the**

- Development**
- Testing**
- Deployment**
- Systems integration**
- Technical engineering services**

**–Their systems will deliver information superiority for the nation's defense  
To support the development and maintenance of major DoD weapon systems.**

**–This can range from:**

- Nuclear Safety cross-check analysis**
- Performance Acceptance Test and Evaluation**

## ***Enterprise IT Solutions***

**Is considered to be our premier federal government provider of Comprehensive Internet & Infrastructure Solutions for**

- Multiserver Networking**
- Storage Management**
- IT Service Management**
- Application Solutions**
- Network Security and**
- High-End Computing Systems**

**They deliver complete IT solutions through partnerships with manufacturers and professional services.**

# ***Training and Simulations***

**In today DoD and commercial markets they require**

- Mission-needs analysis**
- Then the weapons or systems will go into development.**

**With this being results-oriented environment this leads**

- To new trends to integrate test and evaluation**
- New training and simulation.**

**Being Results-Oriented Environment leads to:**

- New Trends to Integrate**
- Required Testing and Evaluation**
- With Training and Simulation.**

## ***Science and Technology***

They are well positioned for addressing the government's growing emphasis on:

- Missile Defense
- Space Control Missions
- Homeland Security

A leading provider in:

- Contract Research
- Development
- Application
- Demonstration of
  - Advanced Technologies
  - Scientific and Engineering Technical Assistance
  - High-Performance Technical Computer System
  - Acquisition and Integration.



## ***Base and Range Support***

**Northrop Grumman IT is a preferred provider of services for large facilities of the U.S. government, particularly based and range operations support for the Army, Navy, Air Force and NASA.**

## ***Homeland Security***

**Northrop Grumman IT's proven expertise positions the sector to provide a broad range of services in support of Homeland Security.**

**This includes:**

- Physical Plant Security to Sophisticated Data Sharing and Information exploitation Systems**
- Sector's capabilities address the full continuum of homeland security needs**
  - Detection**
  - Preparation**
  - Prevention**
  - Response and**
  - Recovery.**

## ***SECOND RULE***

- **Gain a clear understanding of the Structure of the Company and Business Areas**
- **Northrop Grumman IT is broken down into eight Business Units. There is a Small Business Liaison for each Business Unit.**
- **Please make contact in the area that is the most appropriate match for the product or service you wish to offer Northrop Grumman IT**

## ***Defense Enterprise Solutions (DES)***

Primary Customers are the U.S. Air Force and Army.

Provides to the non-C4IRS components of the defense community:

- Information systems development,
- Services
- Life-cycle Support.

Their five complementary Operating Units leverage their collective technical and functional skills to support their customer' needs.

They are able to step up to new and challenging growth opportunities.

Operating Units consist of:

- *Communications & Infrastructure Systems*
- *Logistics Systems*
- *Mission Support Systems*
- *Simulation, Analysis & Training Systems*
- *Science & Technology*

## ***Defense Mission Systems (DMS)***

**Serves the mission-critical and national security needs of the DoD and selected international clients**

**Primary Markets are:**

- **C4ISR**
- **Combat Systems**
- **DoD Intelligence**
- **Space Systems**

**Center of excellence for leading-edge technologies and interoperable C4ISR solutions for our clients.**

**DMS consists of four Operating Units:**

- **Systems Engineering and Technology**
- **C3I Systems**
- **Space and Intelligence Systems**
- **Combat Systems Support**

## ***Government Solutions (GS)***

**Provides Primarily to Civil Federal Agencies:**

- **Enterprise Information Solutions**
- **Engineering**
- **Technical and Specialized Consulting Services**

**Offerings include:**

- **Information Solutions**
- **Products**
- **Services for**
  - Enterprise Systems**
  - E-Commerce**
  - Financial**
  - Healthcare**
  - Environmental Applications**
  - Public Health**
  - Public Safety**
  - Security**
  - National Resources**

**Also support selected State and Local agencies and Commercial clients with solutions derived from our Civil Federal business.**

## ***COMPUTER SYSTEMS (CS)***

**Premier Federal Government provider of:**

- **Comprehensive Internet and infrastructure solutions for multiservices networking**
- **Storage Management**
- **IT Service management**
- **Application Solutions**
- **Network Security**
- **High-end Computing Systems**

**Strategic Partnership with Leading IT manufacturers Enables CS to provide**

- **Integration**
- **Technical Support**
- **Implementation Services**
- **Other Value-Added Services**

**CS is a value-added direct marketing organization delivering complex IT products solutions and related services primarily to federal government agencies.**

## ***Commercial Information Services (CIS)***

- Provides information technology services to commercial clients
- Serves as a conduit for other Northrop Grumman IT business units to reach the commercial marketplace.
- Facilitates the introduction into the commercial market space by:
  - Other business unit products
  - Services ( e.g. data center hosting)
- Specializes in helping:
  - Fortune 2000 companies
  - Universities
  - Healthcare Institutions
  - Original Equipment Manufacturers,
  - Systems Integrators
  - Resellers meet the challenges of today's dynamic



## ***Internal Information Services (IIS)***

***Provides information technology leadership to all Northrop Grumman sectors and the Corporate Officer.***

- ***Which includes its customer base by:***
  - ***Planning***
  - ***Integrating***
  - ***Providing Secure Company information systems***
    - ***Telecommunications***
    - ***Ensuring Recovery of data and records***
  - ***In the event of a disaster.***
- ***Provides Workplace automation for the company***
  - ***Reviewing Emerging Information technology***
  - ***Appropriate dissemination to the business units.***

## **TASC**

**Provides advanced information management solutions  
Worldwide**

- **Government**
- **Commercial Clients**

**Center of Excellence for:**

- **Intelligence**
- **Space**
- **Information Operations Business**

**• Grouped with five major business areas:**

- **Intelligence Operations**
- **RF Systems**
- **Space Communications**
- **Space Intelligence**
- **Strategic Security**

## ***Second Rule***

**Gain a clear understanding of our process for introducing new potential suppliers into the company.**

**The Small Business makes contact with the SBLO and expresses an interest in doing business with Northrop Grumman IT.**

**Each Business Unit holds Outreach Program differently.**

- **Talk to the SBLO and ask what are their outreach programs**
- **Ask what is involved to be invited**

**Assume that if your qualifications MATCHES an existing requirement a meeting will take place.**

**Understanding that the SBLO can only offer avenues. It is up to the SB to get their foot into the door.**

## ***THIRD RULE***

**Be understanding of:**

- **The fact that we deal with a VERY LARGE number of suppliers on a regular basis.**
- **Preferential Treatments is NOT given to any supplier.**
- **There MAY NOT always be a requirement or opportunity for your to compete to.**
- **The fact that there is a reason that we have elected to use the process we have. It was the most systematic way to deal with such a large number of vendors, so that they will all be treated equally and fairly.**

## ***FOURTH RULE***

***Just Because.....***